

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY NEW DELHI PRIORITY

C O N F I D E N T I A L STATE 216041

STADIS//////////

E.O. 11652: GDS

TAGS: BTIO, IN

SUBJECT: POTENTIAL SALE OF US AIRCRAFT TO INDIA

RE: (A) NEW DELHI 12792 (B) NEW DELHI 12666

1. WE TELEPHONED CESSNA AND PIPER AUGUST 31, INFORMING THEM OF SALES OPPORTUNITY OUTLINED REFTELS AND BRIEFING THEM ON BACKGROUND AND IMPLICATIONS OF ASSOCIATION WITH MARUTI. BOTH COMPANIES EXPRESSED INTEREST IN AND APPRECIATION FOR INFORMATION AND PROMISED TO PHONE BACK AS SOON AS THEY HAVE CONSIDERED POSSIBILITIES. WE WILL CONVEY THEIR RESPONSES, AS WELL AS ANY MESSAGES THEY MAY HAVE FOR KL JALAN, TO EMBASSY.

2. RON KLOTZ, CESSNA'S HEAD OF INTERNATIONAL SALES, REQUESTS INFORMATION ON TYPE OF AIRCRAFT MARUTI INTERESTED IN, NOTING THAT CESSNA LINE RANGES FROM SINGLE ENGINE, 2 PASSENGER PROP PLANE, SELLING AT ABOUT \$15,000 EACH, TO TWO ENGINE TURBO POWERED 8 PASSENGER PLANE AT ABOUT \$900,000 PER COPY.

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3. AXEL BERGENSTJERNA, ADMINISTRATOR, INTERNATIONAL SALES

PIPER AIRCRAFT (WATSON NOW ON DOMESTIC SALES) REFERRED TO PIPER'S ONGOING EFFORTS TO SELL 22 AIRCRAFT TO EACH OF THE STATE GOVERNMENTS AND SPECULATED THAT MARUTI PROPOSAL LINKED TO THIS POSSIBILITY.

4. DEPARTMENT OFFICER POINTED OUT TO BOTH FIRMS THAT PROPOSAL SOUNDED LIKE IT COULD LEAD TO ASSEMBLY OR PRODUCTION AT LATER STAGE, INVOLVING THEM IN CLOSE RELATIONSHIP WITH MARUTI, WITH ALL THE IMPLICATIONS SUCH A RELATIONSHIP MIGHT HAVE.

5. WE ENDORSE EMBASSY DECISION TO REPORT FUTURE APPROACHES BY MARUTI THROUGH REGULAR CHANNELS. THERE MAY WELL BE QUALIFIED US SUPPLIERS IN ADDITION TO CESSNA AND PIPER. ROBINSON

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